

**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 09-OCT-2002**  
**EUROS IN 000'S**  
**GLOBAL MEDIA (1)**

PRODUCT	Sep Franchise Revenue	YTD(Sep) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Oct Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	352	29,021	17,515	11,508	-	35,543	8,963	37,684	49,000	(11,316)	49,158	1,380
Other Advisory	352	29,021	17,515	11,508	-	35,543	8,963	37,684	49,000	(11,316)	49,158	1,380
Total Advisory	352	29,021	17,515	11,508	-	35,543	8,963	37,684	49,000	(11,316)	49,158	1,380
ABL Origination	379	10,869	12,805	(2,116)	-	7,135	1,789	12,478	14,000	(1,522)	23,303	8,585
HYCM	25	10,163	4,504	5,660	-	70,866	26,056	46,218	14,000	31,218	6,132	1,533
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	404	20,852	17,308	3,543	-	77,811	36,843	57,696	28,000	29,696	1,022	-
Equity Underwriting	27	28,751	34,496	(5,746)	-	24,045	11,071	39,822	49,000	(9,178)	32,221	4,000
Private Placement-Equity	-	748	81	657	-	-	-	748	-	748	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	27	29,499	34,587	(5,058)	-	24,045	11,071	40,570	49,000	(8,430)	32,221	4,000
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	845	2,856	15,705	(12,848)	-	3,000	-	2,856	14,000	(11,144)	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	1,467	(1,467)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(59)	(921)	-	(921)	-	-	-	(921)	-	(921)	-	-
Total Legacy Portfolios / Gross Selling / Other	785	1,935	17,172	(16,238)	-	3,000	-	1,935	14,000	(12,065)	-	-
Total Corporate Finance Product	1,568	81,308	89,583	(5,275)	-	140,399	86,578	137,965	140,000	(2,115)	111,837	15,493

Notes:  
1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL  
AS OF: 09-OCT-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Sep	Franchise Revenue YTD(Sep)	Franchise Revenue Oct	Other Coverage Groups
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Echoslar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	Echoslar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Flnvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus & Turk
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	-	66	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory/Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	StoryFirst - valuation of Russian assets (D025060)	352	352	-	None
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
	<b>Total M&amp;A</b>	<b>352</b>	<b>29,021</b>	<b>-</b>	
	<b>Total Advisory</b>	<b>352</b>	<b>29,021</b>	<b>-</b>	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Echoslar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA SPON
	Entertainment Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	386	386	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Radio One - HY offering (2Q 01) (D012201)	(6)	(6)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014951)	-	527	-	None
	<b>Total HYCM</b>	<b>379</b>	<b>10,889</b>	<b>-</b>	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	25	5,980	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.. (D014834)	-	1,980	-	EUR SPON, UK
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
	<b>Total Leverage Loan Fees</b>	<b>25</b>	<b>10,163</b>	<b>-</b>	
	<b>Total Debt Products</b>	<b>404</b>	<b>20,852</b>	<b>-</b>	

FRANCHISE - REVENUE BY DEAL  
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EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Sep	Franchise Revenue YTD(Sep)	Franchise Revenue Oct	Other Coverage Groups
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entertainment Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	26	1,849	-	UK
	Leap Frog Enterprises - IPO financing (D016308)	-	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$446.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000464)	-	(4,721)	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016081)	1	3,538	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	SONICblue - debt private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
<b>Total Equity Underwriting</b>		<b>27</b>	<b>28,751</b>	<b>-</b>	
	iBeam Broadcasting - Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mfm (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
<b>Total Private Placement/Equity</b>		<b>-</b>	<b>748</b>	<b>-</b>	
<b>Total Equity</b>		<b>27</b>	<b>29,499</b>	<b>-</b>	
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Pitney Bowes - IG offering (3Q 02) (D026114)	845	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
<b>Total GM DOM JV</b>		<b>845</b>	<b>2,855</b>	<b>-</b>	
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(59)	(585)	-	None
	Unallocated Event (***)	-	(1)	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>		<b>(59)</b>	<b>(921)</b>	<b>-</b>	
<b>Total Legacy Portfolios / Cross Selling / Other</b>		<b>785</b>	<b>1,935</b>	<b>-</b>	
<b>Total Corporate Finance Product</b>		<b>1,568</b>	<b>81,308</b>	<b>-</b>	

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FRANCHISE - PIPELINE BY DEAL  
AS OF 09-OCT-2002  
EUROS IN 000'S  
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value				Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Oct	Nov	Dec	Jan				
	Acme Communications - general advisory (D006356)	25	-	-	1,278	-	-	-	1,278	319
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	75	-	-	1,022	-	-	-	1,022	767
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	25	-	-	2,000	-	-	-	2,000	500
	BusinessWire - general advisory (D005885)	25	-	-	-	-	5,519	-	5,519	1,380
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	0	-	-	6,000	-	-	-	6,000	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	7,155	-	-	-	7,155	3,577
	Electronic Arts - general advisory (VUE Games) (D025937)	0	-	-	-	-	5,110	-	5,110	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016068)	25	-	-	500	-	-	-	500	125
	Getty Investments - general advisory (valuation) (D020636)	0	-	-	-	-	3,066	-	3,066	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	4,500	-	-	-	4,500	1,125
	Johnston Press - acqn & fin of SMG's publishing div (D025984)	0	-	-	-	4,068	-	-	4,068	-
	PAI/BlackstoneTH Lee/APax/KKR - EXCLUSIVITY for HM & Havas / Versaille (D025068)	0	-	-	-	-	800	-	800	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025866)	0	-	-	-	-	5,110	-	5,110	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	5,000	-	-	-	5,000	1,250
	Routledge - strategic advisory re 53% stake in Tibco (D026052)	0	-	4,000	-	-	4,000	-	4,000	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	-	-	-	1,022	-	1,022	1,000
	TM Brazil - Project Eiffel/Phase 2 (sale) / Eiffel - 2 (D024386)	0	-	-	-	-	-	-	20,442	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	-	-	20,442	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	4,000	31,543	4,068	45,070	-	4,068	-
	<b>Total M&amp;A</b>			4,000	31,543	4,068	45,070	-	84,701	10,043
	<b>Total Advisory</b>			4,000	31,543	4,068	45,070	-	84,701	10,043
	Albritton Communications - HY (D020408)	0	-	-	-	-	1,533	-	1,533	-
	Carlyle/Welsh - acq fncg for Qwest Dex (Phase II) / Phase 2 (D025662)	25	-	-	-	9,199	-	-	9,199	2,300
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase I) / Phase 1 (D023503)	25	-	7,155	-	-	-	-	7,155	1,789
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	-	-	-	4,806	-	4,806	2,453
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	50	-	7,155	-	-	7,666	-	7,666	3,833
	<b>Total HYCM</b>			7,155	-	-	14,106	-	30,458	10,374
	Carlyle/Welsh - acq fncg for Qwest Dex (Phase II) / Phase 2 (D025662)	25	-	-	-	6,132	-	-	6,132	1,533
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase I) / Phase 1 (D023503)	25	-	-	1,840	-	-	-	3,066	767
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	50	-	-	18,215	-	-	-	18,215	9,200
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	-	35,364	-	-	-	35,364	17,682
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50	-	-	3,066	-	-	-	3,066	2,300
	Gray Television - bank/equity financing (4Q 02) (D022657)	75	-	-	951	-	-	-	951	713
	Kerasioles Theaters - Bank Financing (3Q 02) (D021255)	75	-	-	4,068	-	-	-	4,068	3,066
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	75	-	-	3,066	-	-	-	3,066	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	3,066	67,590	8,132	-	-	76,789	36,588
	<b>Total Leverage Loan Fees</b>			3,066	67,590	8,132	-	-	76,789	36,588
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	1,022	-	1,022	-
	<b>Total Real Estate Advisory</b>			-	-	-	1,022	-	1,022	-
	<b>Total Debt Products</b>			10,221	67,590	15,331	15,127	-	108,269	46,962
	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	-	-	10,221	-	10,221	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	2,600	-	14,000	-	14,000	1,875
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	3,066	-	-	-	2,500	767
	Citadel Broadcasting - IPO (D023088)	25	-	-	-	-	-	-	3,066	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	75	-	-	6,981	-	-	-	6,981	5,236

FRANCHISE - PIPELINE BY DEAL  
AS OF: 09-OCT-2002  
EUROS IN 000'S  
GLOBAL MEDIA

		Franchise Value					Franchise Revenue		Probability Weighted Pipeline
PRODUCT	DEAL	PROBABILITY	Oct	Nov	Dec	Jan	Year 2003	Future Years	
	Salem Communications - secondary offering (3Q 02) (D024428)	50	-	-	1,278	-	-	-	639
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013636)	50	-	-	-	-	8,000	-	4,000
	Vivendi Universal - disposal of US stakes (D026431)	25	-	-	10,221	-	-	-	2,555
Total Equity Underwriting			-	-	24,045	-	32,221	-	15,071
Total Equity			-	-	24,045	-	32,221	-	15,071
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015596)	0	-	-	3,000	-	-	-	-
Total GM DCM JV			-	-	3,000	-	-	-	-
Total Legacy Portfolios / Gross Selling / Other			-	-	3,000	-	-	-	-
Total Corporate Finance Product			-	14,221	126,178	18,419	92,417	-	72,076

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## FRANCHISE - REVENUE &amp; PIPELINE BY MD &amp; DIR

2002-10-09 (Wed)

EUROS IN 000'S

Global Media

BANKER	DEAL	PROB	SEP FRANCHISE VALUE	YTD SEP FRANCHISE VALUE	OCT FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amberg, Jeffrey	Aurora Communications - general advisory (D012858)	N/A	-	-	-	-	-
	Citadel Broadcasting - IPO (D023066)	25%	-	1,032	-	3,068	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	5,134	-	-	4,908
	DirectTV USA - bridge financing (1Q02) (D020076)	50%	-	-	-	-	-
	DirectTV USA - bridge financing (1Q02) (D020076)	50%	-	-	-	19,215	-
	EchoStar - General Advisory (Vivendi) (D016541)	N/A	-	8,898	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	N/A	-	(536)	-	-	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50%	-	(145)	-	7,155	-
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	50%	-	-	-	-	-
	Emmis Communications - Block Trade (2Q 02) (D021959)	N/A	-	2,206	-	35,394	-
	Emmis Communications - secondary offering (1Q 02) (D020688)	N/A	-	1,152	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	4,853	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,480	-	-	-
	Mediastation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	25	5,860	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	N/A	(8)	(4,721)	-	-	-
	SES Global - Secondary Offering (2Q 02) (D021851)	N/A	-	917	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	0%	-	1,206	-	3,000	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	N/A	-	-	-	3,068	-
	Viacom - IG offering (3Q 02) (D025676)	N/A	-	657	-	-	-
	IBiquity Digital - Private Placement (2Q 02) (D013707)	N/A	-	749	-	-	-
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Spunik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific (D014213)	N/A	-	2,188	-	-	800
	Johnston Press - acqn & fin of SMG's publishing div (D025964)	0%	-	-	-	-	-
	Johnston Press - rights issue for acqn of RIM (D022844)	N/A	26	1,648	-	-	-
	Johnston Press - \$680mm debt financing for HM & Havas / Jupiter. (D014834)	N/A	-	1,960	-	-	4,068
	PAJ/Blackstone/TH Lee/Amstar/KKR - EXCLUSIVITY for HM & Havas / Versall (D025086)	0%	-	-	-	4,000	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kalka) / Kalka (D022841)	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	-	20,442
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	292	-	-	-
	Yell - US\$400mm financing for acqn of Moleod Publishing (D020465)	N/A	-	-	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012858)	N/A	-	1,032	-	-	9,189
	Carlyle/Weiss - acq Inq for Qwest Dex (Phase II) / Phase 2 (D025662)	25%	-	-	-	-	6,132
	Carlyle/Weiss - acq Inq for Qwest Dex (Phase II) / Phase 2 (D025662)	25%	-	-	-	7,455	-
	Carlyle/Weiss - acq Inq for Qwest Dex East (Phase 1) / Phase 1 (D023503)	25%	-	-	-	3,068	-
	Carlyle/Weiss - acq Inq for Qwest Dex East (Phase 1) / Phase 1 (D023503)	25%	-	-	-	3,068	-
	Citadel Broadcasting - IPO (D023066)	N/A	-	5,134	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	1,182	-	-	-
	Entercom Communications - HY offering (1Q 02) (D020688)	N/A	-	4,553	-	-	-
	Entercom Communications - secondary offering (1Q 02) (D020128)	N/A	-	843	-	-	-
	Leap Frog Enterprises - IPO financing (D018309)	N/A	-	(4,721)	-	-	-
Graves, Daniel B.	Mediastation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	(89)	-	-	7,686
	NextMedia Group - HY offering (2Q 01) (D013233)	50%	-	-	-	4,088	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D024434)	75%	-	917	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021861)	N/A	-	1,206	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	N/A	-	536	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	0%	-	-	-	3,066	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	N/A	-	857	-	-	-
	Viacom - IG offering (3Q 02) (D025676)	N/A	-	-	-	-	-
	Adelphi Communications - HY offering (2Q 01) (D013203)	N/A	-	68	-	-	-
	Albion Communications - General Advisory (News Ch 8) (D020686)	N/A	-	111	-	-	1,533



**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-10-09 (Wed)**  
**EUROS (t 000's)**  
**Global Media**

BANKER	DEAL	PRODUCT	PROB	SEP FRANCHISE VALUE	YTD SEP FRANCHISE VALUE	OCT FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Lovegrove, Stephen	Gray Television - bank/equity financing (4Q 02) (D022667)	Senior Bank Debt	75%	-	-	-	3,066	-
	Landmark Communications - general advisory (Retailer 2001-02) (D014724)	Other M&A Advisory	N/A	-	203	-	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	50%	-	-	-	1,278	-
	Tribune Co - general advisory (radio assets) (D02234)	Divestiture Advisory	N/A	-	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	-	14,000
	BSkyB - GBP 200 million convertible bond (D020295)	Equity-Convertible Bonds	75%	-	-	-	2,500	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Boosey & Hawkes - divestiture advisory/referance & refinancing (D013359)	Divestiture Advisory	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	6,000	-
Lovegrove, Stephen	Electronic Arts - general advisory (VUE Games) (D025937)	Acquisition Advisory	0%	-	-	-	-	5,110
	ImpressoCofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	-	65	-	-	-
	JCODeaux - IPO (Project Fox) / Fox (D004897)	Equity-ICO	N/A	-	(1,829)	-	-	-
	JCODeaux - acquisition advisory - Project Daedalus / Daedalus (D022335)	Acquisition Advisory	25%	-	-	-	4,500	-
	PAUBlackstone/TH Lee/Aspac/KKR - EXCLUSIVITY for HM & Hevas / Versail (D025066)	Acquisition Advisory	N/A	-	30	-	-	-
	Parson pic - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	4,068
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	Reuters - strategic advisory re 53% stake in Tibco (D028052)	Divestiture Advisory	0%	-	-	-	-	4,000
	SES Global - Debt financing re GE Amercom - Project Gerard / Gerard3 (D015998)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	Equity-ICO	50%	-	-	-	-	8,000
Lovell, Nicholas	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	20,442
	Electronic Arts - general advisory (VUE Games) (D025637)	Acquisition Advisory	0%	-	-	-	-	5,110
	ImpressoCofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714)	Merger Advisory	N/A	-	65	-	-	-
	Parson pic - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	5,110
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016081)	Equity-Convertible Bonds	N/A	1	3,638	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	20,442
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	25%	-	-	-	500	-
McInnes, Bruce	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	Merger Advisory	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Amercom - Project Gerard / Gerard3 (D015998)	Bonds-Eurobonds	0%	-	-	-	3,000	-
	StoryFirst - valuation of Russian assets (D025066)	Valuation	N/A	352	352	-	-	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	-	10,221
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	1,022
	Gelty Investments - general advisory (valuation) (D020836)	Valuation	0%	-	-	-	-	3,066
	HughesPanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
Morris, J L Malcolm	HughesPanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	Senior Bank Debt	N/A	25	5,960	-	-	-
	SpectraLink Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	Tim Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	-
	Tim Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2. (D024386)	Divestiture Advisory	0%	-	-	-	-	1,022
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	-	88	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D005356)	Divestiture Advisory	25%	-	-	-	1,278	-
	Data Transmission Network - bank/bond financing (3Q 02) (D022812)	Bonds-Corporate High Yield	25%	-	-	-	3,066	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	Keraoles - Theater - Bank Financing (3Q 02) (D022655)	Senior Bank Debt	75%	-	-	-	951	-
Paul, Gregory R.	LIN Television - IPO (D020127)	Equity-ICO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Equity-ICO	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	4,088	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-10-09 (Wed)  
EUROS IN 000'S  
Global Media

BANKER	DEAL	PRODUCT	PROB	SEP FRANCHISE VALUE	YTD SEP FRANCHISE VALUE	OCT FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Silver, Ellen L.	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,066	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021265)	Senior Bank Debt	75%	-	-	-	951	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016676)	Senior Bank Debt	N/A	-	1,830	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
Thur-Hohenstein, Christian	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Deutsche Telekom - Sale options for 19% stake in SES (D011448)	Divestiture Advisory	0%	-	-	-	6,000	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	Fairness Opinion	N/A	-	250	-	-	-
Traflo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	-	-	1,022	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	2,663	-	-	5,519
	BusinessWire - general advisory (D006685)	Divestiture Advisory	25%	-	-	-	-	-
	Comcast - acq. incg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,840	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq. opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Vivendi Universal - disposal of US stakes (D026431)	Block Trade	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D026431)	Divestiture Advisory	0%	-	-	-	-	20,442
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	Comcast - acq. incg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,840	-
	Icon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
Yung, Sun J.	Piney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	845	845	-	-	-
	SONICblue - debt private placement (3Q 02) (D021165)	Equity-PIPE	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barcelona Project Baseband / Baseband (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 03 OCT 2002**  
**EUROS IN 000'S**  
**NAMEDIA (1)**

PRODUCT	Sep Franchise Revenue	YTD (Sep) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Oct Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Current Year Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BAW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	-	21,011	10,970	10,041	-	13,543	4,893	25,674	25,650	24	30,049	1,380
Other Advisory	-	-	-	-	-	13,543	4,893	25,674	25,650	24	30,049	1,380
Total Advisory	-	21,011	10,970	10,041	-	-	-	-	-	-	-	-
ABL Origination	379	10,689	10,313	376	-	7,155	1,789	12,478	7,330	5,148	23,303	8,585
HYCM	25	7,891	865	7,006	-	70,856	35,055	42,945	7,330	35,815	5,132	1,533
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-	-	-	-
Equity Underwriting	404	18,580	11,188	7,342	-	77,811	36,843	55,423	14,850	40,763	30,458	10,119
Private Placement-Equity	-	25,092	17,381	7,511	-	21,645	9,186	34,288	25,650	8,638	10,221	-
Structured Equity Transactions Group	-	748	91	657	-	-	-	748	-	748	-	-
Total Equity	-	25,840	17,872	8,188	-	21,545	9,186	35,036	25,650	9,386	10,221	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCN JV	845	2,858	7,194	(4,338)	-	3,000	-	2,858	7,330	(4,474)	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	1,467	(1,487)	-	-	-	(920)	-	(920)	-	-
Principal Investing / PE Exceptions / Other	(59)	(920)	-	(920)	-	-	-	(920)	-	(920)	-	-
Total Legacy Portfolios / Cross Selling / Other	785	1,938	8,661	(6,725)	-	3,000	-	1,938	7,330	(5,394)	-	-
Total Corporate Finance Product	1,150	67,366	48,501	18,865	-	115,899	50,763	118,069	73,290	44,779	70,728	11,498

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL  
AS OF: 09-OCT-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Sep	Franchise Revenue YTD(Sep)	Franchise Revenue Oct	Other Coverage Groups
	Alibriton Communications - General Advisory (News Ch 8) (D020688)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012856)	-	1,032	-	None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA FIN SPO
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		-	21,011	-	
Total Advisory		-	21,011	-	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA SPON
	Entercorn Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	386	386	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Radio One - HY offering (2Q 01) (D012201)	(6)	(6)	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014981)	-	527	-	None
Total HYCM		379	10,689	-	
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	25	5,960	-	NA FIN SPO, NA Lev Fin
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
Total Leverage Loan Fees		25	7,891	-	
Total Debt Products		404	18,580	-	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entercorn Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON

FRANCHISE - REVENUE BY DEAL  
AS OF: 09-OCT-2002  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Sep	Franchise Revenue YTD(Sep)	Franchise Revenue Oct	Other Coverage Groups
	Leap Frog Enterprises - IPO financing (D016309)	-	643	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D0000494)	-	(4,721)	-	ASIA NRG, ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	SONICblue - debt private placement (2Q 02) (D021185)	-	160	-	NA P PLMT
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
Total Equity Underwriting		-	25,092	-	
	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	iBeam mtrm (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
Total Private Placement-Equity		-	748	-	
Total Equity		-	25,840	-	
	AOL Time Warner inc. - IG Bond. (M3404)	-	141	-	None
	Piney Bowes - IG offering (3Q 02) (D026114)	845	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025876)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		845	2,855	-	
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(59)	(565)	-	None
Total Principal Investing / PE Exceptions / Other		(59)	(920)	-	
Total Legacy Portfolios / Cross Selling / Other		786	1,936	-	
Total Corporate Finance Product		1,190	67,366	-	

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FRANCHISE - PIPELINE BY DEAL  
AS OF 09-OCT-2002  
EUROS IN 000'S  
NA MEDIA

		Franchise Value					Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
PRODUCT	DEAL	PROBABILITY	Oct	Nov	Dec	Jan				
Total M&A	Acme Communications - general advisory (D0069356)	25	-	-	1,278	-	-	-	1,278	318
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	-	1,022	-	-	-	1,022	757
	BusinessWire - general advisory (D005685)	25	-	-	-	-	5,519	-	5,519	1,390
	EchoStar - acq advisory and financing (GM - HE) (D014601)	50	-	-	7,155	-	-	-	7,155	3,577
	Getty Investments - general advisory (valuation) (D026636)	0	-	-	-	-	3,066	-	3,066	-
	Tim Brazil - Project Eiffel/Phase 2 (sale) / Eiffel - 2 (D024386)	0	-	-	-	-	1,022	-	1,022	-
	Vivendi Universal - disposal of US stakes (D028431)	0	-	-	-	-	20,442	-	20,442	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	-	-	-	4,088	-	-	4,088	-
		-	-	-	-	13,543	-	30,049	43,592	6,043
		-	-	-	-	13,543	-	30,049	43,592	6,043
Total Advisory	Alibition Communications - HY (D020406)	0	-	-	-	-	1,533	-	1,533	-
	Carlyle/Welsh - acq Incg for Qwest Dex (Phase II) / Phase 2 (D026662)	25	-	-	-	9,198	-	-	9,198	2,300
	Carlyle/Welsh - acq Incg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	25	-	7,155	-	-	-	-	7,155	1,789
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	-	-	-	4,508	-	4,508	2,453
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	50	-	-	-	-	7,666	-	7,666	3,833
		-	-	7,155	-	-	9,198	14,105	30,458	10,374
	Carlyle/Welsh - acq Incg for Qwest Dex (Phase II) / Phase 2 (D026662)	25	-	-	-	-	6,132	-	6,132	1,533
	Carlyle/Welsh - acq Incg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	25	-	3,066	-	-	-	-	3,066	787
	Comcast - acq Incg for AT&T Broadband (participant bank) (D020813)	50	-	-	-	1,840	-	-	1,840	920
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	-	-	19,215	-	-	19,215	9,608
Total HYGM	EchoStar - acq advisory and financing (GM - HE) (D014601)	50	-	-	35,364	-	-	-	35,364	17,882
	Gray Television - bank/equity financing (4Q 02) (D022657)	75	-	-	3,066	-	-	-	3,066	2,300
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	75	-	-	951	-	-	-	951	713
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	75	-	-	4,088	-	-	-	4,088	3,066
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	-	3,066	-	-	-	3,066	-
		-	-	3,066	67,590	6,132	-	-	78,789	38,968
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	-	1,022	1,022	-
		-	-	-	-	-	-	1,022	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total Real Estate Advisory		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
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		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total Debt Products		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
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		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total Equity Underwriting		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total Equity		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
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		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total GM DCM JV		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
Total Corporate Finance Product		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-10-09 (Wed)  
EUROS IN 000'S  
NA Media

BANKER	DEAL	PRODUCT	PROB	SEP FRANCHISE VALUE	YTD SEP FRANCHISE VALUE	OCT FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Chadler Broadcasting - IPO (D023066)	Equity-IPO	25%	1,032	1,032	-	3,068	-
	Cumulus Media - secondary offering (3Q 02) (D022816)	Equity-Secondary	N/A	-	5,134	-	-	-
	DirectTV USA - bridge financing (1Q02) (D020078)	Bonds-Corporate High Yield	50%	-	-	-	18,215	4,906
	DirectTV USA - bridge financing (1Q02) (D020078)	Senior Bank Debt	50%	-	-	-	-	-
	EchoStar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	N/A	-	8,686	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	50%	(538)	(538)	-	7,155	-
	EchoStar - acq advisory and financing (GM - HE) (D014801)	Acquisition Advisory	N/A	-	(145)	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014801)	Acquisition Advisory	N/A	-	-	-	35,364	-
	Ennis Communications - Block Trade (2Q 02) (D021959)	Bonds-Corporate High Yield	50%	-	2,208	-	-	-
	Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015956)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015956)	Senior Bank Debt	N/A	25	5,960	-	-	-
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	(4,721)	(4,721)	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	Bonds-Corporate High Yield	N/A	(6)	(6)	-	-	-
	Radio One - Secondary offering (2Q 02) (D021881)	Equity-Secondary	N/A	917	917	-	-	-
	SES Global - Debt financing to GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	0%	-	1,206	-	3,000	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	0%	-	657	-	3,066	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	N/A	-	749	-	-	-
	Viacom - IG offering (3Q 02) (D025876)	Bonds-Corp. Investment Grade	N/A	-	-	-	-	-
	Viacom - Private Placement (3Q 02) (D013707)	Private Placement-Equity	N/A	-	-	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	9,199
	Carlyle/Walsh - acq fring for Qwest Dex (Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	-	6,132
	Carlyle/Walsh - acq fring for Qwest Dex (Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	7,155	-
	Carlyle/Walsh - acq fring for Qwest Dex East (Phase 1) / Phase 1 (D023303)	Bonds-Corporate High Yield	25%	-	-	-	3,066	-
	Carlyle/Walsh - acq fring for Qwest Dex East (Phase 1) / Phase 1 (D023303)	Senior Bank Debt	25%	-	-	-	3,066	-
	Cladco Broadcasting - IPO (D023066)	Equity-IPO	N/A	-	5,134	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022816)	Equity-Secondary	N/A	-	1,152	-	-	-
	Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	4,553	-	-	-
	Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	643	-	-	-
	Leap Frog Enterprises - IPO financing (D016308)	Equity-IPO	N/A	(4,721)	(4,721)	-	-	-
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Bonds-Corporate High Yield	N/A	(89)	(89)	-	-	7,969
	NextMedia Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	50%	-	-	-	4,088	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	75%	-	917	-	-	-
	Radio One - Secondary offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	1,206	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	536	-	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	-	-	3,066	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	-	-
	Viacom - IG offering (3Q 02) (D025876)	Bonds-Corp. Investment Grade	N/A	-	657	-	-	-
Graves, Daniel B.	Adelphia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	88	-	-	-
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-	1,533
	Allbritton Communications - HY (D020406)	Bonds-Corporate High Yield	0%	-	-	-	-	-
	Gray Television - HY offering (4Q 02) (D025884)	Bonds-Corporate High Yield	N/A	386	386	-	8,981	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Equity-Secondary	75%	-	-	-	3,065	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	75%	-	-	-	-	-
	Landmark Communications - general advisory (Reisner 2001-02) (D014724)	Other M&A Advisory	N/A	203	203	-	1,278	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	50%	-	1,086	-	-	-
	Tribune Co - general advisory (radio assets) (D022234)	Divestiture Advisory	N/A	-	761	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	-	-	-	-
Morris, J.L. MacCorm	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	-	10,221
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	1,022
	Gelty Investments - general advisory (valuation) (D020636)	Valuation	0%	-	-	-	-	3,066
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015956)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015956)	Senior Bank Debt	N/A	25	5,960	-	-	-

FRANCHISE - REVENUE & PIPELINE BY MD & DIR  
2002-10-09 (Wed)  
EUROS IN 000'S  
NA Media

BANKER	DEAL	PRODUCT	PROB	SEP FRANCHISE VALUE	YTD SEP FRANCHISE VALUE	OCT FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Paul, Gregory R.	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	-	-	-	-
	TIM Brazil - Project ElitelPhase 1 (strategic alliance) / Elitel - 1 (D014121)	Other MAA Advisory	N/A	533	1,578	-	-	-
	TIM Brazil - Project ElitelPhase 2 (sale) / Elitel - 2 (D024386)	Divestiture Advisory	0%	-	-	-	-	1,022
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	89	-	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
Silver, Ellen L.	Acme Communications - general advisory (D006356)	Divestiture Advisory	25%	-	-	-	1,278	-
	Data Transmission Network - bank/bond financing (3Q 02) (D022812)	Bonds-Corporate High Yield	25%	-	-	-	3,088	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	75%	-	-	-	951	-
	LIN Television - IPO (D020127)	Equity IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014951)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	4,058	-
	Data Transmission Network - bank/bond financing (3Q 02) (D022612)	Bonds-Corporate High Yield	25%	-	-	-	3,088	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	75%	-	-	-	951	-
Triffo, Dyan	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014951)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	75%	-	-	-	1,022	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	N/A	-	2,863	-	-	-
	BusinessWire - general advisory (D005885)	Divestiture Advisory	25%	-	-	-	-	5,518
Yung, Sun J.	Comcast - acq Incg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,840	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	20,442
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	Comcast - acq Incg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,840	-
	Ikon Office Solutions - convertible offering (2Q 02) (D020857)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Piney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	845	-	-	-	-
Scientific Atlanta - acquisition of Barco/Project Saabell / Baseball (D013401)	SONICblue - debt private placement (2Q 02) (D021145)	Equity-PIPE	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barco/Project Saabell / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-

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**FRANCHISE - REVENUE & PIPELINE SUMMARY**  
**AS OF 09-OCT-2002**  
**EUROS IN '000'S**  
**EUROPE MEDIA (1)**

PRODUCT	Sep Franchise Revenue	YTD(Gap) Franchise Revenue	Prior YTD Franchise Revenue	BMW PRIOR YTD Franchise Revenue	Oct Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Plan	BMW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	352	8,010	8,171	(161)	-	22,000	4,000	28,920	(16,910)	39,551	-
Other Advisory	-	-	-	-	-	-	-	-	-	-	-
Total Advisory	352	8,010	8,171	(161)	-	22,000	4,000	28,920	(16,910)	39,551	-
ABL Origination	-	-	-	-	-	-	-	-	-	-	-
HYCM	-	-	-	-	-	-	-	-	-	-	-
Leverage Loan Fees	-	-	2,492	(2,492)	-	-	-	8,265	(8,265)	-	-
Project Finance	-	2,273	3,619	(1,347)	-	-	-	8,260	(5,987)	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	2,273	6,111	(3,838)	-	-	-	16,525	(14,252)	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-	-	-
Private Placement-Equity	27	3,659	19,603	(15,944)	-	12,721	4,430	28,920	(20,831)	22,000	4,000
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-
Total Equity	27	3,659	19,603	(15,944)	-	12,721	4,430	28,920	(20,831)	22,000	4,000
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-
GM DCN JV	-	-	-	-	-	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	15,705	(15,705)	-	3,000	-	8,265	(8,265)	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	15,705	(15,705)	-	3,000	-	8,265	(8,265)	-	-
Total Corporate Finance Product	378	13,942	49,590	(35,648)	-	37,721	8,430	82,630	(60,258)	81,551	4,000

## Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all future years

**FRANCHISE - REVENUE BY DEAL**  
**AS OF: 09-OCT-2002**  
**EUROS IN '000'S**  
**EUROPE MEDIA**

PRODUCT	DEAL	Franchise Revenue Sep	Franchise Revenue YTD(Sep)	Franchise Revenue Oct	Other Coverage Groups
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus.&Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	-	65	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	750	-	EUR TECH
	StoryFirst - valuation of Russian assets (D025060)	352	352	-	None
<b>Total M&amp;A</b>		<b>352</b>	<b>8,010</b>	<b>-</b>	
<b>Total Advisory</b>		<b>352</b>	<b>8,010</b>	<b>-</b>	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON, UK
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>		<b>-</b>	<b>2,273</b>	<b>-</b>	
<b>Total Debit Products</b>		<b>-</b>	<b>2,273</b>	<b>-</b>	
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	26	1,649	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	1	3,638	-	FRANCE
<b>Total Equity Underwriting</b>		<b>27</b>	<b>3,659</b>	<b>-</b>	
<b>Total Equity</b>		<b>27</b>	<b>3,659</b>	<b>-</b>	
<b>Total Corporate Finance Product</b>		<b>378</b>	<b>13,942</b>	<b>-</b>	

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FRANCHISE - PIPELINE RY DEAL  
AS OF 09-OCT-2002  
EUROS IN 000'S  
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Franchise Value				Balance Or Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
			Oct	Nov	Dec	Jan				
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	25	-	-	2,000	-	-	-	2,000	500
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	0	-	-	6,000	-	-	-	6,000	-
	Electronic Arts - general advisory (VUE Games) (D025937)	0	-	-	-	-	5,110	-	5,110	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	25	-	-	500	-	-	-	500	125
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	4,500	-	-	-	4,500	1,125
	Johnston Press - acqn & fin of SMG's publishing div (D025984)	0	-	-	-	-	800	-	800	-
	PAI/Blackstone/H Lee/Apax/KKR - EXCLUSIVITY for HM & Havas / Versail (D025086)	0	-	-	-	4,088	-	-	4,088	-
	Pearson plc - strategic divestiture re Interactive Data Corp (D025865)	0	-	-	-	-	5,110	-	5,110	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	5,000	-	-	-	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	4,000	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	-	-	-	-	-	-	4,000	1,000
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	20,442	-	20,442	-
<b>Total M&amp;A</b>			-	-	18,000	4,088	35,462	-	61,551	4,000
<b>Total Advisory</b>			-	-	18,000	4,088	35,462	-	61,551	4,000
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	14,000	-	14,000	-
	BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	-	-	2,500	1,875
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	50	-	-	-	-	8,000	-	8,000	4,000
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	10,221	-	-	-	10,221	2,555
<b>Total Equity Underwriting</b>			-	-	12,721	-	22,000	-	34,721	8,430
<b>Total Equity</b>			-	-	12,721	-	22,000	-	34,721	8,430
	SES Global - Debt financing re GE Americom - Project Gerard3 / Gerard3 (D016996)	0	-	-	3,000	-	-	-	3,000	-
<b>Total GM DCM JV</b>			-	-	3,000	-	-	-	3,000	-
<b>Total Legacy Portfolios / Cross Selling / Other</b>			-	-	3,000	-	-	-	3,000	-
<b>Total Corporate Finance Product</b>			-	-	33,721	4,088	57,462	-	99,271	12,430

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**FRANCHISE - REVENUE & PIPELINE BY MD & DIR**  
**2002-10-09 (Wed)**  
**EUROS IN 000'S**  
**Europe Media**

BANKER	DEAL	PROB	SEP FRANCHISE VALUE	YTD SEP FRANCHISE VALUE	OCT FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Austin, Geoffrey	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	N/A	-	2,188	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025684)	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022644)	N/A	26	1,649	-	-	-
	PAI/Blackstone/TH Lee/Apax/KKR - EXCLUSIVITY for RIM acquisition / Jupiter. (D014834)	N/A	-	1,980	-	-	-
	Taylor & Francis - acqn of Kluwer Academic Publishing for HM & Havas / Versall (D025086)	0%	-	-	-	-	4,088
	Vivendi Universal - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25%	-	-	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	-	20,442
	Yell - US\$40mm financing for acqn of Motest Publishing (D020485)	N/A	-	292	-	-	-
Lovegrove, Stephen	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0%	-	-	-	-	14,000
	BSkyB - GBP 200 million convertible bond (D020296)	75%	-	-	-	2,500	-
	Bertelsmann - Project Rock / Rock. (D014819)	N/A	-	2,010	-	-	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing (D015359)	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011446)	0%	-	-	-	6,000	-
	Electronic Arts - general advisory (VUE Games) (D025937)	0%	-	-	-	-	5,110
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D016714)	N/A	-	85	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004897)	N/A	-	(1,629)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25%	-	-	-	4,500	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	N/A	-	30	-	-	-
	PAI/Blackstone/TH Lee/Apax/KKR - EXCLUSIVITY for HM & Havas / Versall (D025086)	0%	-	-	-	-	4,088
	Pearson plc - strategic advisory re Interactive Data Corp (D025866)	25%	-	-	-	5,000	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	0%	-	-	-	-	4,000
	Reuters - strategic advisory re 53% stake in Tibco (D025043)	0%	-	-	-	3,000	-
Lovell, Nicholas	SES Global - Debt financing re GE Americom - Project Gerard / Gerard (D015596)	50%	-	-	-	-	8,000
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	-	20,442
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	-	-
	Electronic Arts - general advisory (VUE Games) (D025937)	0%	-	-	-	-	5,110
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D016714)	N/A	-	65	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025866)	0%	-	-	-	-	5,110
	Publicis Groupe SA - convertible bond Q1 2002/King / King * (D016091)	N/A	1	3,638	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	25%	-	-	-	10,221	-
	Vivendi Universal - disposal of US stakes (D025431)	0%	-	-	-	-	20,442
	Bertelsmann - Project Rock / Rock.. (D014819)	N/A	-	2,010	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
MacInnes, Bruce	ProSieben - merger advisory with Kirch Media (Pfl Concordia) / Concord (D014892)	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard (D015596)	0%	-	-	-	3,000	-
	StoryFirst - valuation of Russian assets (D025080)	N/A	352	352	-	-	-
	Bertelsmann - Project Rock / Rock.. (D014819)	N/A	-	2,010	-	-	-
	Deutsche Telekom - Sale options for 18% stake in SES (D011446)	0%	-	-	-	6,000	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	N/A	-	2,367	-	-	-
	ProSieben - merger advisory with Kirch Media (Pfl Concordia) / Concord (D014892)	N/A	-	750	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25%	-	-	-	5,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard (D015596)	0%	-	-	-	3,000	-
	StoryFirst - valuation of Russian assets (D025080)	N/A	352	352	-	-	-
	Bertelsmann - Project Rock / Rock.. (D014819)	N/A	-	2,010	-	-	-
Thun-Hohenstein, Christian	Deutsche Telekom - Sale options for 18% stake in SES (D011446)	0%	-	-	-	6,000	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	25%	-	-	-	500	-
	Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	N/A	-	250	-	-	-



